

Looking for export success in Ontario

2003 Global Traders Awards nominations

International trade is a competitive world. For those with the right resources and support in finding buyers, concluding deals and delivering on their contracts, venturing into export markets can be lucrative. The worldwide government procurement market alone is worth US\$5.5 trillion.

Now in its sixth year, the **Ontario Global Traders Awards** are all about recognizing the export successes of small and medium-sized enterprises,

students and business leaders in Ontario. Since its establishment in 1998, the program has received over 1,100 submissions from across the province. Winning this award can be a great way to increase credibility with customers, and also demonstrate to other businesses the potential to be had by expanding into global markets.

In Ontario, exports account for over half of the province's economy and support more than 1.6 million jobs. The Ontario

Global Traders Awards enable the Government of Ontario, through Ontario Exports Inc., and its partners in trade, including the **CCC** (the Canadian Commercial Corporation), to shine the spotlight on companies, partnerships and individuals who have been successful in selling abroad. As Canada's export contracting agency, CCC is once again a proud sponsor of the "Innovation" award category.

Award categories include: Innovation; Market Expansion (Product and Service); Partnership; Leadership; and Student Achievement. Visit the Ontario Global Traders Awards Web site at www.ontarioexportsinc.com for a full description of the award categories.

Who is eligible?

Small and medium-sized, private-sector, for-profit enterprises based in Ontario that meet all of the following criteria are eligible for the Innovation, Market Expansion and Partnership awards:

- annual sales of less than \$100 million;
- a maximum of 200 employees;
- in business in Ontario for at least three fiscal years;

- currently exporting to one or more countries; and,
- export sales that are at least 15% of total sales.

The "Student Achievement" award category is open to students who are:

- residents of Ontario;
- under the age of 30 years (i.e. born in 1974 or later); and
- enrolled at an Ontario college or university for a minimum of 9 hours of classes per week in international business or other programs, and/or on a co-op placement for at least one semester in 2003.



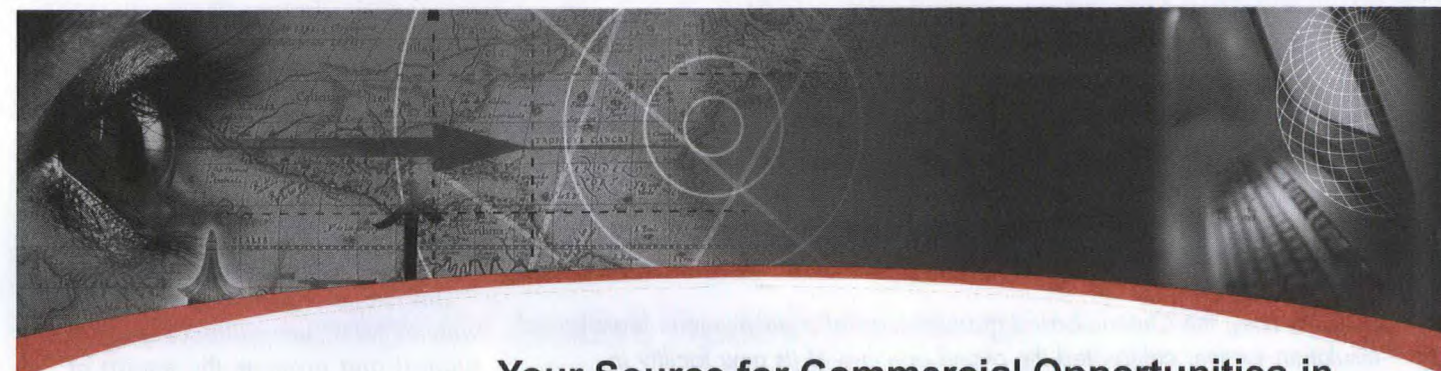
2003 Ontario Global Traders Awards Export Forum and award ceremonies

Awards will be presented

at the regional level in Kitchener, Belleville, Brampton and Sault Ste. Marie with provincial winners announced at the ceremony in Toronto in May 2004. The dates and venues for the Export Forum and regional award ceremonies are:

- Southwest Region: **March 25, 2004**, Four Points Sheraton Hotel, Kitchener
- Eastern Region: **April 1, 2004**, Ramada Inn Belleville, Belleville
- Central Region: **April 6, 2004**, Pearson Convention Centre, Brampton
- Northern Region: **April 15, 2004**, Algoma's Water Tower Inn, Sault Ste. Marie
- Provincial Ceremony: **May 11, 2004**, Westin Harbour Castle Conference Centre, Metro Ballroom, Toronto

All of the forms required to submit a nomination are available at www.ontarioexportsinc.com, and the **nomination deadline is November 3, 2003.**



International Financing Information

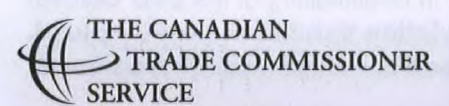
Interested in supplying your goods or services to:
 Multilateral Development Banks?
 Bilateral Development Agencies?
 United Nations Agencies?
 International and Non-Governmental Organizations?

Looking for ways to finance your project in a developing or transition country?

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WASHINGTON

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Department of Foreign Affairs and International Trade / Trade Commissioner Service
 Ministère des Affaires étrangères et du Commerce international / Service des délégués commerciaux

International Finance Corporation (IFC)

WASHINGTON

The International Finance Corporation (IFC) is a member of the World Bank Group. IFC is the largest multilateral source of loan and equity financing for private sector projects in developing countries. IFC's particular focus is to promote economic development by encouraging the growth of productive enterprise and efficient capital markets in its member countries.

Eligibility: To be eligible for IFC financing, the project must usually be located in a developing member country (for a list of member countries, see: <http://www.ifc.org/about/members/members.html>). Exceptions are made for projects in information technology or other sectors where the project can be located in an industrialized member country as long as the benefits of the project primarily accrue to developing country members. Projects must be private sector dominated, technically sound, and have good prospects of being profitable. Projects must benefit the local economy and follow the environmental and social standards of both the IFC and the host country (for information on IFC's environmental and social policies, see: <http://www.ifc.org/enviro/EnviroSoc/index.html#policies>).

Types of Projects Funded: The IFC finances projects in all types of industries and sectors, including manufacturing, infrastructure, tourism, health and education, and financial services.

Environmental Opportunities Facility: This special facility provides catalytic funding for projects that produce goods or services that reduce pollution or improve the use of scarce resources such as water or energy (see: <http://www.ifc.org/enviro/EnviroSoc/OpportunitiesFacility/envopportunitiesfacility.htm>).

IFC Financing by Sector (in \$USD millions)

	2001	Share	2002	Annual Avg. (96-02)*	Avg. Annual Share
Financial Services	\$1,797.0	33.5%	\$2,829.9	\$2,192.0	39.2%
Utilities & Transport	\$1,207.0	22.5%	\$1,364.7	\$1,287.2	23.0%
Information Technology	\$739.0	13.8%	\$601.2	\$757.5	13.5%
Industrial & Consumer Products	\$479.0	8.9%	\$425.9	\$476.6	8.5%
Other	\$1,135.0	21.2%	\$192.0	\$460.6	8.2%
Total	\$5,357.0		\$345.9	\$379.8	6.8%

*Data not available for 2000

IFC Financing by Region (in \$USD millions)

	2002	Annual Avg. (96-02)*	Avg. Annual Share
Latin America & the Caribbean	\$2,829.9	\$2,192.0	39.2%
Europe & Central Asia	\$1,364.7	\$1,287.2	23.0%
East Asia & the Pacific	\$601.2	\$757.5	13.5%
Sub-Saharan Africa	\$425.9	\$476.6	8.5%
Middle East & North Africa	\$192.0	\$460.6	8.2%
South Asia	\$345.9	\$379.8	6.8%

Financial Instruments: IFC limits the total amount of own-account debt and equity financing it will provide for any single project. For new projects the maximum is 25% of the total estimated project costs, or, on an exceptional basis, up to 35% in small projects. For expansion projects IFC may provide up to 50% of the project cost, provided its investments do not exceed 25% of the total capitalization of the project company (see: <http://www.ifc.org/proserv/products/basics/basics.html>).

Loans: Own Account loans (or A-Loans) are generally in the range of \$USD 1 million - \$USD 100 million subject to the limitations above. IFC lends at market rates and is willing to extend loans where repayment is from the project's generated cash flow.

Equity: IFC will take long-term (8-15 years) equity positions of 5%-15% in private companies or investment funds in developing member countries.

IFC also offers a full range of quasi-equity products (debt & equity), syndicated loans from commercial banks, currency, interest rate, and other risk management products, and partial credit guarantees.

How to Apply for Financing: There is no standard application form for IFC financing. A company or entrepreneur, foreign or domestic, seeking to establish a new venture or expand an existing enterprise can approach IFC directly (see: <http://www.ifc.org/proserv/apply/application/application.html>). The Corporation is organized by industry sector group (see: <http://www.ifc.org/about/contacts/sectors/sectors.html>) and by region (see: <http://www.ifc.org/about/contacts/world/world.html>). IFC also has a network of field offices abroad (see: <http://www.ifc.org/about/contacts/world/world.html>).

Investors hoping to secure IFC financing will have to submit a variety of information including: project description, financial information, business structure, market prospects, technical and environmental feasibility, investment and financing requirements, projected timetable, and evidence that the project fits into the host country's economic development strategy (see: <http://www.ifc.org/proserv/apply/proposal/proposal.html>).

For further information, contact:
 The Office of Liaison with International Financial Institutions in Washington:
 Tel: (202) 602-7788 Email: IFIWashing@dfait-maeci.gc.ca Web: <http://www.dfait-maeci.gc.ca/finwashington/menu-en.asp>

www.infoexport.gc.ca/ifinet

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